



### How to Use your Manager's Planning Calendar

Thank you for taking time to open and use this management tool. From feedback received about last year's calendar, we know it's an effective way to generate new ideas to build your business...be it bowling, clubs, golf or food & beverage. This calendar begins with Oct. 2004 and runs through the calendar year of 2005. Included for your use are:

- CFSC Business Managers and how to reach them
- Upcoming Army and industry events, training conferences and trade shows
- Helpful management reminders
- Month-at-a-glance and weekly calendars to help you organize your schedule
- A page for your frequently called numbers.

### Helpful hints when using this calendar:

- Don't just look at the current month's ideas…it's too late. Check the tab 6-months out and begin planning future events.
- Block times on this calendar for local events that occur annually on your installation.
- Use the websites on the next page for additional ideas
- Use the "Up-Coming Events" section when planning your budget...so you have funds to attend these educational events.

If you have suggestions for future versions of this calendar, please send them to: CFSC-BPE, 4700 King Street, Alexandria, VA 22302 (ATTN: Shirley Kappa) or e-mail them to: Shirley.Kappa@cfsc.army.mil.

#### BUSINESS PROGRAMS PHONE LIST

MAIN #: (703) 681-5222, DNS: 761-5222

Fax #: (703) 681-5342/5233

Fax # (Events Division): (703) 428-6133

#### **ADDRESS**

USACFSC

4700 King Street, Alexandria, VA 22302-4404

NAME	OFFICE FUNCTION
Keith Elder	Director, Business Programs
Ernie Taylor	Chief, Business Operations
Roger Weger	Chief, Food Services Division
Coleen Amstein	Chief, Events Division, (703) 428-6118
Debbie Martin	Chief, Army Lodging
Bill Sport	Golf Program Manager
Wanda Arthur	Bowling Program Manager
James Matthews	Clubs, Food, Beverage & Entertainment Program Manager
John Grassmick	Joint Services Prime Vendor Program Manager
Jeff Willis	Support Operations, Food Services Division
Bill Sewell	Food Operations, Food Services Division

### INDUSTRY & ASSOCIATION WEBSITES

### BOWLING WEBSITES

www.bowl.com ...... Find the latest in bowling related news with links to all other

bowling associations

www.bpaa.com ...... The Bowling Proprietor's Association of America

www.bowlexpo.com ..... Bowl Expo annual conference & trade show (June each year)

www.amf.com ...... AMF Corporation

www.brunbowl.com ..... Brunswick Corporation

www.pba.com . . . . . . . Official site of the Pro Bowlers Association

www.eastcoastbowl.com . . . . . . . East Coast Bowling Centers Convention

www.bowllennium.com . . . . . . . Western States Super Trade Show

### CLUB WEBSITES

www.profitablepromotions.com . . Calendars, kits and products for promotions from nightclub.com

www.johnnyroadtrip.com ...... SchedulePro – Sports future dates and sites

### GOLF WEBSITES

www.pga.com ...... Pro Golf Association

www.pgatour.com . . . . . . . . . . PGA Tour site

www.ngcoa.org . . . . . . . . . National Golf Course Owners' Association

### **EVENT WEBSITES**

www.festivals.com . . . . . . . . . Festivals around the world

www.web-holidays.com ...... Monthly calendar of events w/ideas for decorations, parties,

recipes, games and more

www.PromoXtra.com . . . . . . . . Electronic newsletter of industry events and promotions

www.madmanmike.com ...... USA holidays, important dates and big events

### FOOD & BEVERAGE WEBSITES

www.pizzaexpo.com . . . . . . . . Magazine and October NorthEast Pizza Show

www.ihmrs.com ...... International Hotel & Restaurant Show (NY City/November)

www.restaurant.org ..... National Restaurant Association

### MISCELLANEOUS WEBSITES

www.armymwr.org ..... Official MWR website for employees

www.armymwr.com ...... Official MWR website for patrons

www.mwrpromotions.com . . . . . Direct link to MWR events and promotions

www.afnafpo.com . . . . . . . . . Air Force NAF Purchasing Office

www.imcea.com ..... International Military Community Executives Association

www.ala-national.org ..... American Logistics Association

# Year 2005 Calendar

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# FREQUENTLY CALLED NUMBERS

NAME	PHONE	REMARKS

# October 2004

### DATES TO CELEBRATE

### CD Player debuts in 1982 (see back)

Albuquerque Balloon Fest (see back)
Twilight Zone premiered
(1959)...another ideal day for a
psychic fair!

German Reunification
Anniversary
(1990)...Blues,
Brews & Brats!

- **8** Great Chicago Fire (1871) (see back)
- **9** Clam Chowder Cook-Off (see back)
- 10 Double 10 Day (see back) National Dessert Day
- **II COLUMBUS DAY** (see back)
- Sound Barrier broken (1947) (see back)
- National BOSS Day...2 for 1 lunch or dinnersSweetest Day
- Alaska Day...King Crab Fest! (see back)
- **20** Mickey Mantle's Birthday
- 23 Ugly Pick-up Parade & Contest (see back)
- **25-28** Massage Therapy Awareness Week
- NY Subway opens (1904)(see back) and National Potato Day
- **29** Internet created (1969) Pre-Halloween Psychic Party (see cool idea)
- Tone Your Bones (see cool idea)...celebrate Charles Atlas B-Day (1893)
- **30** Great Pumpkin Carve (see cool idea)
- 3/ HALLOWEEN!

### COOL EVENT IDEA...

### Hauntingly Horrific Halloween Weekend!

#### October 29 - 31st

A community-wide offering of fun things you can do to celebrate with the ghouls and goblins

■ Psychic Party... Check your local Yellow Pages and hire some psychics, tarot card readers and palm readers for an interesting

Halloween weekend kick-off.

■ Tone Your Bones...You'd be batty to miss this frightfully cheap 1-mile mummy walk or 2-mile demon dash, with prizes for best individual or group costumes.

- **Great Pumpkin Carve**...with prizes and Halloween treats.
- Enchanted Forest...Instead of a Haunted House, plan a walk or tractor-pulled hayride through the "enchanted forest." Use units, BOSS and/or local drama clubs for sets, props, costumes and actors. Wind up at "Creepy Manor" (the Club) for a fiendish feast of Ghoul-ash...Witches Brew...Bloody Eyeballs (meatballs in tomato sauce) and more! Use those pumpkins to light the path through the forest. Decorate with sheets suspended from trees as ghosts (use balloons for the head), cornstarch on the tables to look like dust, skeletons in the closet, low wattage and orange lights, slime on the mirrors, a garlic strand on the doors.
- Halloween Games: A little Monster Mayhem! Put the stake through the Vampire's heart...guess how many vampire teeth in a jar.

#### **Management Reminders**

Action plans in October can create a more peaceful and prosperous holiday catering season! Call past clients who haven't booked yet. Create smaller, less complicated holiday menus. Limit your holiday hors d'oeuvre selection and purchase more frozen, ready-to-go items. Line up extra staff. Check your holiday props and décor items. In November, send Thanksgiving cards, reminding clients you are thinking about them.

### DON'T FORGET ...

October is National Animal Safety & Protection Month as well as National Adopt a Shelter Dog (or cat) Month. Hold a community pet fair. For ideas from Seattle's "Bark in the Park" festival go to www.festivals.com.

#### October is also...

- National Seafood, Chili, Pasta, Cookie and Dessert Month and National Popcorn Month! Who can eat the most in 1 minute!
- **■** Country Music Month

### Upcoming Trade Shows OCTOBER

#### **NE Pizza Show**

Atlantic City (www.pizzaexpo.com)

Western States Super Trade Show Reno, NV (Oct. 10-13)

East Coast Bowling Trade Show Atlantic City (Oct. 25-27) (www.eastcoastbowl.com)

#### NOVEMBER

Int'l Hotel/Motel & Restaurant Show Jacob Javits Convention Center, NY (Nov. 13-16) (www.ihmrs.com) (888) 334-8705

### MORE COOL IDEAS...

- **1-30** Eat Better, Eat Together Month...Encourage families to eat together. Feature other month of October food specials.
- *I* CD Player Debuts...Hold a contest to see who can guess the year and the price of the first CD player...or a drawing from all your patrons this weekend. Prize...what else!
- **2** Balloon Fest...Free balloons for kids today
- **8** Chicago Fire...Keep it hot with japelenos, poppers and other pepper dishes this month. Find a beer sponsor and hold a Chili- or Poppereating contest.
- **9** Chowder Cook-Off...Steal an idea from the folks in NJ who hold an annual chowder festival with unlimited tasting of up to 30 different red/white clam chowder recipes. Prizes for the winning recipe in each category.
- **10** Double Tenth Day...Traditionally a Chinese anniversary...you can turn this into a doubles day. Doubles bowling and golf tournaments, 2-for-1 dinner specials, tennis doubles...be creative!
- **// Columbus Day**...Italian-American fest with a cardboard boat regatta if you're near water.
- **14** Sound Barrier Broken Day...Chuck Yeager did it in a Bel X-1 in California in 1947...turn up the sound at your discos... and/or for your cosmic bowling nights
- **18** Alaska Day...Crab or Salmon Buffet or dinner specials with ice cream for dessert.
- **23** Ugly Pick-up Parade & Contest...Here's a chance for those good ole rigs to strut their stuff. The dirtier the better. Got a few dings... flaunt them!
- **27 NY Subway Opens**...Sub sandwich specials ...with a side of fries or chips to celebrate National Potato Day.

# October 2004

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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10	COLUMBUS DAY	12	13	14	15	16
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31 HALLOWEEN						

MONDAY	WEDNESDAY	THURSDAY
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9:00 am -11:00 am	8:00 am	8:00 am
11:00am - 1:00 pm	9:00 am	9:00 am
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3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
Tuesday, 10-12	1:00 pm	1:00 pm
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5:00 pm - 7:00 pm	12:00 pm	12:00 pm
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Tuesday, 10-19	1:00 pm	1:00 pm
7:00 am - 9:00 am	2:00 pm	2:00 pm
9:00 am -11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
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5:00 pm - 7:00 pm	7:00 pm	7:00 pm

FRIDAY, 10-22	SATURDAY, 10-23	SUNDAY, 10-24
7:00 am	7:00 am	7:00 am
8:00 am	8:00 am	8:00 am
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4:00 pm	4:00 pm	4:00 pm
5:00 pm	5:00 pm	5:00 pm
6:00 pm	6:00 pm	6:00 pm
7:00 pm	7:00 pm	7:00 pm

MONDAY, 10-25	WEDNESDAY, 10-27	THURSDAY, 10-28
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am -11:00 am	8:00 am	8:00 am
11:00am - 1:00 pm	9:00 am	9:00 am
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1:00 pm - 3:00 pm	10:00 am	10:00 am
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3.00 um - 3.00 pm	11.00 am	11.00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
	1.00	1.00
Tuesday, 10-26	1:00 pm	1:00 pm
7:00 am - 9:00 am	2:00 pm	2:00 pm
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9:00 am -11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
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1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm

FRIDAY, 10-29	SATURDAY, 10-30	SUNDAY, 10-31
7:00 am	7:00 am	7:00 am
8:00 am	8:00 am	8:00 am
9:00 am	9:00 am	9:00 am
10:00 am	10:00 am	10:00 am
11:00 am	11:00 am	11:00 am
11.00 am	11.00 am	11.00 am
12:00 pm	12:00 pm	12:00 pm
1.00	1.00	1.00
1:00 pm	1:00 pm	1:00 pm
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5:00 pm	5:00 pm	5:00 pm
6:00 pm	6:00 pm	6:00 pm
7:00 pm	7:00 pm	7:00 pm

# November 2004

### DATES TO CELEBRATE

### Month of the Military Family National American Indian Heritage Month

- **PRESIDENTIAL ELECTION DAY** (see Cool Events Ideas)
- **3** National Sandwich Day...(see back)
- **4** National Men Make Dinner (or take you out to dinner) Day
- **5** American Football League (AFL) created (1959) (see back) National Donut Day
- **5-7** Great American Warm-Up (see back)
- **6** Sadie Hawkins' Day (see back)
- **9** Fall of the Berlin Wall (see back)
- VETERAN'S DAY...George Patton's Birthday... and debut of "God Bless America" (1938)
- # Fasching begins in Germany (see back)
- 14 National American Teddy Bear Day
- 17-23 Children's Book Week
- 19 Lincoln's Gettysburg Address
- **21** Great American Smoke Out
- **21-27** National Puzzle & Game Week
- 25 THANKSGIVING
- **30** Mark Twain's Birthday (1853)

#### NO TRADOC EXODUS!

If you are a TRADOC installation, you need to beef up your promotions for soldiers and their families. No block leave this year.

### COOL EVENT IDEAS...

November 2, 2004 is Election Day. Reward those who voted. Hold an Election Returns party that runs all day and into the night. Raise your glasses and cheer...or cry into your beer at an Election Party on Nov. 2nd.

**Party Ideas:** Offer big screen TVs and keep track of which states go to which candidate.

Award prizes for those who correctly predict which states go to which candidate.

#### **Decorating Ideas:**

- Decorate in red, white and blue.
  - Break out the stuffed elephants and donkeys!
- Divide the room into three sections...one for Democrats, one for Republicans, and one for the "Let's Party" Party. Ask guests to R.S.V.P. for seating.
- Plan a trivia contest with fun facts about American Presidents...or obtain a sample citizenship test from the Department of Immigration and Naturalization and play "Who wants to be an American Citizen." Allow lifelines.
- Play patriotic music...marches...Proud to be an American...
- Give out red, white & blue blinking beads or patriotic glow items
- Draw for a full-size American Flag.
- Grand Prize drawing...a trip to Washington, DC for the Inauguration.

#### **Management Reminders**

Nominations for the James A. Carroll, Jr. Award for Excellence in Club Manage-ment and the Excellence in Management Awards for bowling, golf, recycling and leisure travel are due this month. Find out more on www.armymwr.org.

### DON'T FORGET...

Not all families want the hassle of cooking a Thanksgiving dinner. Sell tables to those who don't...and serve a complete traditional meal for each individual table. Each family gets the feeling of a private meal...including carving their own turkey. Or...offer complete dinners to go as a "Home for the Holidays" promo!

No TRADOC Exodus this holiday season! Take this into consideration when planning and scheduling promotions this year.

#### **Bowl for Buddies!**

Bowlers register in advance to participate. Hold it on a slow night and charge a small entrance fee, since your lanes will be closed to other bowlers that evening. When bowlers show up at your center to participate in this event, they are given a bag. The bag contains a nametag for them to wear, and instructions about which lanes they will be bowling on for the event's three games. Bowlers go to the first lane designated on their nametag and bowl with three people...move to the second designated lane to bowl with three new people...and so on.

**Upcoming Trade Shows** 

#### NOVEMBER

**International Hotel & Restaurant Show** 

New York (Nov. 14-16) (www.ihmrs.com) (888) 334-8705

Promo Expo

(Nov. 15-17) Chicago, (800) 927-5007

#### DECEMBER

All Army Bowling Team Championship (TBA)

### MORE COOL IDEAS...

- **3** Celebrate the Sandwich...Recognize the inventor of the sandwich, John Montague, 4th Earl of Sandwich, who needed a time-saving meal while engaged in a 24-hour gambling session back in 1762. Add a casino night. Invite guests to invent their own sandwich from a buffet with a multitude of fixings.
- **5** Sports Night...Celebrate the founding of the American Football League and National Puzzle & Game Week with a *Sports Night*. Invite patrons to wear their favorite sports jersey and get in free. Award small prizes for golf shots or a putting contest ... basketball free-throws...an arm wrestling contest...sports trivia...a pool or darts tournament.
- **5-7 Great American Warm-Up...**Clean out your closets and donate warm wearables or canned goods to charity. Throw some fun into the mix with special hot drinks...stews... and spicy foods at the "turn-in" point.
- **6** Sadie Hawkins Party...Women take the initiative. Daisy Mae look-alike contest...or a 50-yard dash with men given a 10-second head start. Gals who catch their man get to keep him for the evening...or at least for a drink!
- **9** Fall of the Wall... Celebrate the opening of the Berlin Wall in 1989 with German beers and brats! Host promotions like wall-climbing or letting patrons suit up to jump onto a Velcro wall. Serve "Berliners" (jelly donuts).
- **// Veteran's Day...**Honor America's military heroes today.
- **11 Fasching begins...** Party begins on the 11th hour of the 11th day of the 11th month! From November 11th until Lent, the Germans host a national party! Why not hold your own with German music and food & beverage specials. Offer a trip to Germany for a grand prize.
- **14 Teddy Bear Day...**Create a warm, fuzzy drink. Give away teddy bears. Hold a Teddy Bear (hairiest chest) contest.
- **25 THANKSGIVING...**Start your "Home for the Holidays" promotion, offering a full line of party trays with free delivery on the installation.

# November 2004

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		2	3	4	5	6
7	8	ELECTION DAY	10	VETERAN'S DAY	12	/3
14	15	16	17	18	19	20
21	22	23	24	25 THANKSGIVING	26	27
28	29	30				

MONDAY, II-I	WEDNESDAY, 11-3	THURSDAY, 11-4
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am -11:00 am	8:00 am	8:00 am
11:00am - 1:00 pm	9:00 am	9:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
Tuesday, 11-2	1:00 pm	1:00 pm
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7:00 am - 9:00 am	2:00 pm	2:00 pm
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9:00 am -11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
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5:00 pm - 7:00 pm	7:00 pm	7:00 pm

FRIDAY, 11-5	SATURDAY, 11-6	SUNDAY, 11-7
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8:00 am	8:00 am	8:00 am
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6:00 pm	6:00 pm	6:00 pm
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MONDAY, 11-8	WEDNESDAY, 11-10	THURSDAY, II-II
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am -11:00 am	8:00 am	8:00 am
11:00am - 1:00 pm	9:00 am	9:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
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7:00 am - 9:00 am	2:00 pm	2:00 pm
9:00 am -11:00 am	3:00 pm	3:00 pm
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11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm
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FRIDAY, 11-12	SATURDAY, 11-13	SUNDAY, 11-14
7:00 am	7:00 am	7:00 am
8:00 am	8:00 am	8:00 am
9:00 am	9:00 am	9:00 am
10:00 am	10:00 am	10:00 am
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4:00 pm	4:00 pm	4:00 pm
5:00 pm	5:00 pm	5:00 pm
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7:00 pm	7:00 pm	7:00 pm

MONDAY, 11-15	WEDNESDAY, 11-17	THURSDAY, 11-18
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am - 11:00 am	8:00 am	8:00 am
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1:00 pm - 3:00 pm	10:00 am	10:00 am
3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
Tuesday, 11-16	1:00 pm	1:00 pm
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7:00 am - 9:00 am	2:00 pm	2:00 pm
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11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm

FRIDAY, 11-19	SATURDAY, 11-20	SUNDAY, 11-21
7:00 am	7:00 am	7:00 am
8:00 am	8:00 am	8:00 am
9:00 am	9:00 am	9:00 am
10:00 am	10:00 am	10:00 am
11:00 am	11:00 am	11:00 am
12:00 pm	12:00 pm	12:00 pm
1:00 pm	1:00 pm	1:00 pm
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2:00 pm	2:00 pm	2:00 pm
3:00 pm	3:00 pm	3:00 pm
4:00 pm	4:00 pm	4:00 pm
5:00 pm	5:00 pm	5:00 pm
6:00 pm	6:00 pm	6:00 pm
7:00 pm	7:00 pm	7:00 pm
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MONDAY, 11-22	WEDNESDAY, 11-24	THURSDAY, 11-25
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am -11:00 am	8:00 am	8:00 am
11.00am 1.00 nm	9:00 am	9:00 am
11:00am - 1:00 pm	<u>3:00 am</u>	3:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
	1:00 pm	1:00 pm
Tuesday, 11-23		
7:00 am - 9:00 am	2:00 pm	2:00 pm
9:00 am -11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
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5:00 pm - 7:00 pm	7:00 pm	7:00 pm

FRIDAY, 11-26	SATURDAY, 11-27	SUNDAY, 11-28
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8:00 am	8:00 am	8:00 am
9:00 am	9:00 am	9:00 am
10:00 am	10:00 am	10:00 am
11:00 am	11:00 am	11:00 am
12:00 pm	12:00 pm	12:00 pm
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MONDAY, 11-29	WEDNESDAY, 11-31	THURSDAY
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am -11:00 am	8:00 am	8:00 am
11:00am - 1:00 pm	9:00 am	9:00 am
11.00am 1.00 pm	3.00 am	3.00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
3.00 am	11:00 am	11:00 am
3:00 am - 5:00 pm	11:00 am	11.00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
	1.00	1.00
Tuesday, 11-30	1:00 pm	1:00 pm
7:00 am - 9:00 am	2:00 pm	2:00 pm
9:00 am -11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm

# December 2004

# DATES TO CELEBRATE No TRADOC EXODUS

### Plan soldier & family promotions during this traditionally slower holiday period

- Basketball created (1891)
   Mini Skirts introduced (see back)
- 1-30 BINGO Birthday Month (1929) (see back)
- **4** Prohibition ends (1933) at midnight

National Cookie Day

- **5** Bathtub Party Day (see back)
- **6** Chester Greenwood invents the ear muff
- Pearl Harbor Day...at7:55 a.m. in 1941"A date that will live in infamy."
- II Decorate a Tree Day (see back)
- Poinsettia Day...(see back)
  Frank Sinatra's Birthday (1915)
- National Hot Cocoa Day
- Nostradamus Birthday (1503)
- 8 Boston Tea Party (see back)
  National Chocolate Covered Anything Day
- 17 Kitty Hawk...First Flight
- **20** Louisiana Purchase Day (see back)
- **20** Hanukah begins
- **21** Winter begins...Winter Solstice
- 25 CHRISTMAS DAY
- **26** Kwanza begins (7-day black family observance)
- 27 South Dakota Frozen Foot Rendezvous (see back)
- **29** Still Need to Do Day! (see back)
- 3/ NEW YEAR'S EVE

### COOL EVENT IDEA...

#### Winterfest!

### Warm things up this winter with a month-long winter festival at all your MWR activities.

- Celebrate the birth of BINGO on the 1st by giving away some "cold" cash...a piece of diamond jewelry...an Alaskan cruise for a special game or drawing.
  - Heat up your menu with Cajun specials
  - Hot chocolate, tea and coffee drinks... spiced wine...hot buttered rum. Add some Beethoven and celebrate his birth on the 16th.
  - Celebrate National Cookie Day on the 4th with a cookie-bakeoff...or free, warm, cookies! Don't forget your gate guards!
- Kick-off a month-long contest for a hot tub...to commemorate Bathtub Party Day on the 5th.
- Organize a 2 mile cross-country ski tour...a "frozen foot" outdoor rendezvous... or a skating party if you have a pond. Don't forget the roasted chestnuts!
- Warm up the darkness with a fantasy of lights tour...or a decorated house tour...top it off with the lighting of the community tree.
- Winter Solstice celebration at 8:14 p.m. on the 21st. Mark the official start of winter with a bonfire or Yule log...hot drinks and eats! Add some "hot jazz," Sinatra sounds...or Edgar Winter (get it?).
- If you are a TRADOC installation where block leave has been cancelled this year...put some effort into promoting these events to your young soldiers.

### **Management Reminders**

'Tis the season' to celebrate safely! Make sure you offer a designated driver program at facilities where alcoholic beverages are served.

If you are a TRADOC installation, beef up your promotions for soldiers who have had their block leave cancelled this year.

### Upcoming Trade Shows JANUARY

All Army Trial Camp (1st week Jan)

**The Special Event** (Jan 5-8), Miami Beach (www.thespecialeventshow.com)

### USA Amateur Bowling Championships (9-14 Jan) at the

Don Carter West Bowling Center, Dallas, TX

PGA/Armed Forces Golf Course Manager's Seminar Orlando, FL. (Jan 22-26).

#### **BOWLING PROMOTIONS**

**NEW YEARS EVE "X-TREME BOWLING PARTY"**: Bring in the D.J. for 'Rock'n Bowl...all night bowling for \$20/person including a breakfast buffet at midnight.

**FAMILY LEAGUES**: Advertise now for a summer family league made up of mom, dad and two teenage children. (Neighbors, friends and relatives can count as "family".)

### EVEN MORE COOL IDEAS...

**29** "Still Need to Do" Day... There's no time like the present to fulfill those fantasies before time runs out. Hold an essay contest where entrants tell one thing they "still need to do." Charge a \$5 entry fee, with proceeds to the winner to help with dream fulfillment.

### MORE COOL IDEAS...

- / Mini-Skirts Introduced...Special menu of "mini-burgers," mini-prices, or other mini-specials.
- **I BINGO Birthday Month...**Special games & prizes all month long. Expanded appetizer offerings.
- **5** Bathtub Birthday Party...Forget showers... enjoy a good soak! See who can sit in a tub full of ice the longest. Hold a month-long drawing for a hot tub!
- **II** Decorate a Tree...Hold a tree decorating contest as a unit or group function. Sell trees and donate proceeds... or donate the trees to deserving families or hospitals.
- **12** Poinsettia Day...Honor Dr. Joel Roberts Poinsett who introduced this popular holiday plant to the USA. Hold drawings for poinsettias or sell them on this day.
- 12 CelebrateFrankSinatra's Birthday with a"Rat Pack"Party.Play Sinatra's favoritehits...hold a casino night...Give Sinatra CDsas prizes.

**16** Boston Tea Party...Tea and crumpets or Long Island Ice Tea and sports! Add anything chocolate!

20 Louisiana Purchase...An evening of spicy Cajun cookin' and Cajun music.
Contests for eating the hottest chili pepper or the most hot wings!
Grand prize goes to the guest who can tell what the Louisiana Purchase was!
Dinner for 2 for \$20...the price of one square mile when we bought it!

#### **25** MERRY CHRISTMAS!

**27** Frozen Foot Rendezvous... Join the folks in South Dakota! Hold a treasure hunt, shooting competition, camp out and cook out!

# December 2004

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				2	2	4
5	6	7	8	9	10	//
12	13	14	15	16	77	8
19	20	21	22	23	CHRISTMAS EVE	CHRISTMAS DAY
26	27	28	29	30	NEW YEAR'S EVE	

MONDAY	WEDNESDAY, 12-1	THURSDAY, 12-2
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am -11:00 am	8:00 am	8:00 am
11:00am - 1:00 pm	9:00 am	9:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
	1:00 pm	1:00 pm
Tuesday	1.00 pm	1.00 pm
7:00 am - 9:00 am	2:00 pm	2:00 pm
9:00 am - 11:00 am	3.00	3:00 pm
9:00 am -11:00 am	3:00 pm	3.00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm

FRIDAY, 12-3	SATURDAY, 12-4	SUNDAY, 12-5
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MONDAY, 12-6	WEDNESDAY, 12-8	THURSDAY, 12-9
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am -11:00 am	8:00 am	8:00 am
3.00 am - 11.00 am	0.00 am	3.00 am
11:00am - 1:00 pm	9:00 am	9:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
Tuesday, 12-7	1:00 pm	1:00 pm
7:00 am - 9:00 am	2:00 pm	2:00 pm
9:00 am - 11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm

FRIDAY, 12-10	SATURDAY, 12-11	SUNDAY, 12-12
7:00 am	7:00 am	7:00 am
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## January 2005

### DATES TO CELEBRATE

### Diet Resolution/Family Fit Lifestyle Month Prune the Fat & Walk Your Pet Month

- I NEW YEAR'S DAY...Bowl Games
  First Baby Boomer Born (1946)...
  Free beverage for anyone who can
  produce his or her Senior class
  photo. Play 50s music.
  Hangover Handicap Run
  (see back)
- **5** First Trans-Atlantic phone call
- **6-12** Thank Your Customers' Week (see back)
- **8-9** Big Beer's Festival Weekend (*see back*)
- "The Sopranos" TV Premier (1999)...A great day for an Italian celebration!
- **15** Pentagon completed (1943)
- 15-16 Icebox Days (see back)
- **16-22** Hunt for Happiness Week (see back)
- PGA of America founded in 1916 (see back)
- **20** INAUGURATION DAY (see Cool Event)
- **21-30** Mendocino Crab & Wine Days (see back)
- First Canned Beer went on sale in Richmond, VA in 1935.California Gold Discovered (1848)
- **26** Bubble Wrap Appreciation Day
- **30** Beetles' Last Concert (36th Anniversary)
- 31 Inspire Your Heart with Art Day (see back)

Advance planning... check July "Dates!

### COOL EVENT IDEA...

### Inauguration Day Celebration January 20, 2005

The votes have been cast and it's time for the President's inauguration and perhaps America's ultimate change of command ceremony. Last time around, the hot ticket was the Texas Black

Tie & Boots Ball. Retro perhaps, but still honoring the great Inaugural tradition of excess and bad taste. Get started now on your preparations, pomp, and parties.

- Contest from November 2nd elections to early in January, to win a trip (airfare and hotel accommodations for two people) to the Presidential Inauguration in Washington, D.C.
- Hold your own Community Inaugural Ball...formal...print invitations.
- If you have a military band...how about a band concert!
- Inaugural Bowl... A black-tie bowling tournament with music and champagne.

### SUPER BOWL PARTY TIME!

Plan your February 6th celebration for serious football fans. Go with snacks as your game plan. Wings, pizza, chips & dips, popcorn, tacos and chili. One dessert worth an instant replay is a sheet cake decorated like a football field with breadsticks as the goal posts.

Auction or drawings for team or NFL memorabilia.

### Management Reminders

Get your year off to a good start! Bring your MWR team together and use this calendar to plan your events for the next 6-months. You may be able to expand several of these ideas and involve more than one MWR activity.

### DON'T FORGET...

- January is the month many of your customers will be starting their diet and fitness program they resolved to do for 2005! Offer healthy menu options in your clubs and snack bars.
- Start a "Joggers' Breakfast." Open early for joggers or walkers...come as you are...before work. Invite dieticians or fitness experts to give pointers.
- January 17th is the **Martin Luther King, Jr.** holiday.

### **Upcoming Trade Shows**

### JANUARY

**All Army Trial Camp** (TBA) First week in Jan

**The Special Event**, (*Jan. 5-8*), Miami Beach, FL (800) 927-5007

**USA Amateur Bowling Championships** (9 - 14 Jan), at the Don Carter West Bowling Center, Dallas, TX.

PGA Armed Forces Golf Manager's Seminar (Jan 23-26) and PGA Merchandise Show, Orlando, FL (Jan 27-30)

#### **FEBRUARY**

**GCSAA & NGCOA Golf Industry Show** 

(Feb. 11-13), Orlando, FL www.ngcoa.org or www.GCSAA.org.

### MARCH

Theme Operations Managers' Conference

**MENUS 2005**, Napa Valley, CA (*March 13-15*) www.restaurantbiz.com

### MORE COOL IDEAS...

- *I* Hangover Handicap Run...Two mile run at 9 a.m. First place finishers receive a beer can trophey. Start and finish at your club for those who want to go right from the party! Offer a "Build Your Own Bloody Mary Bar" where patrons buy their glass with vodka and choose their own sauces, seasonings and other ingredients.
- **6-12** Thank Your Customers...A week's worth of promotions to thank those who make your business successful. Give a bounce back coupon with a 2-week redemption period for a discount or free dessert on their next visit. Prize drawings.
- **8-9** Big Beer, Belgian & Barleywine Festival...Do like the beer-lovers in Vail, Co. this weekend, and sample "weird beers" from around the world. Offer beer tastings and pair up beer & cheese. www.bigbeersfestival.com
- **15-16** Icebox Days...Join the folks from International Falls, MN with a 5k "Freeze Yer Gizzard Blizzard Run" and/or frozen turkey bowling.
- **//6-22** Hunt for Happiness...Hunt for the silver lining this week...give out silver ribbons or Hershey's kisses wrapped in silver...vote for the happiest staffer or customer! Ideas at <a href="http://www.sohp.com">http://www.sohp.com</a>
- **17 PGA of America Founded**...Play PGA trivia for golf-related prizes.

**21-30** Mendocino Crab & Wine Days... Borrow an event from the chefs in Mendocino, CA. Crab cooking demonstrations and wine tastings. All-You-Can-Eat Crab-Out!

31 Inspire Your Heart with Art Day... An art show & sale, art books at the library, a trip to a museum from your ITR office, art classes.



# January 2005

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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						NEW YEAR'S DAY
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23	24	25	26	27	28	29
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MONDAY	WEDNESDAY	THURSDAY
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## February 2005

### DATES TO CELEBRATE

### Black History Month and Chocolate Lover's Month

- Robinson Crusoe Day...take your "Friday" out for dinner after work.
   Car Insurance first issued (see back)
- **2** Groundhog Day (see February 2004 Cool Event Idea)
- **5** Hot Latin Saturday Nights (see back)
- 6 SUPER BOWL SUNDAY
  (Jacksonville, FL)
  Midwinter's Day...winter
  is half over!
- **6-15** National Kraut & Frankfurter Week
- **7-14** Great American Pizza Bake
- 8 Dump Your "Significant Jerk" Day (see back)
- 8 Mardi Gras (see back)
- **9** Chinese New Year...Year of the Rooster
- **VALENTINE'S DAY** (see back)
- **20** Daytona 500
- Ansel Adam's Birthday (1902)...Photo contest or nature walk!
- 21 PRESIDENTS' DAY
- 22 National Margarita Day (see back) Florida purchased from Spain for \$5M
- **25** Clam Chowder Day...Best recipe contest!
- **26** Levi Strauss Day (see back)
- 77th Annual Academy Awards (See Cool Event Idea)

Plan ahead... Check August Calendar

### COOL EVENT IDEA...

### February 27th 77th Annual Academy Awards

Who doesn't enjoy being catty about those stars and starlets who spent thousands to look great for one night? If it's attention they're after they'll get plenty of it when your customers sit around and critique every detail.

- Roll out the red carpet... bring on the paparazzi (hire a photographer or use staff)... rent a search light...and have your own gala. Attire can be formal...or keep it casual.
- Guests fill out ballots and vote on the winners. Make sure you have TV's around the room for good viewing.
- Invite people to submit their "funniest" home videos in advance and have a screening of the best at your party. Give guests a ballot to vote in different categories—pets, military, sports, home improvement, vacation, kids...
- Hand out statues; make fun of the acceptance speeches and whine about who should have won.

Banners and accessories (sunglasses, boas, tiaras and "Martini Spoken Here" napkins) are available from *plumparty.com* and *partybanners.com*.

### Food & Beverage Ideas:

- Appetizers and martinis served by waiters in tuxedos if your event is formal affair
- Popcorn, nachos, candy, ice cream and hot dogs if it's a casual event.

### Management Reminders

Get to know your customers and use their names. Customer service experts agree and say that using people's names makes them feel important and valued. In a tense situation, it can also help calm an angry customer.

### DON'T FORGET ...

### February is also...

- Chocolate Lover's Month...A great opportunity to tie in chocolate desserts served with Ice wine for a sweet winter event!
- National Cherry Month
- Vegetarian Month
- Potato Lover's Month
- Library Lover's Month...Warm Up with a good book promotion...sell bundles of romance novels for \$1/bundle...hold an "I love a bargain" book sale.

*March Madness* is right around the corner. Have you met with your beverage reps to finalize your basketball promos?

*Tax deadline is April 15th...*Plan now to reward loyal customers with a 2-for-1 dinner special or a "poor man's buffet!" Check out April tab for more ideas!

Upcoming Trade Shows

#### FEBRUARY

GCSSA & NGCOA Golf industry Show (Feb. 11-13) Orlando.

### MARCH

### **MENUS 2005**

Sonoma Mission Inn, Sonoma, CA (March 13-15) (www.restaurantbiz.com)

**Nightclub & Bar Show**, Las Vegas (*March 25-26*)

### MORE COOL IDEAS...

- I Car Insurance Day...Offer a contest during the month of February for the most bizarre car disaster story. Prize...one month/year's car insurance paid.
- **5** Hot Latin Saturday Nights...Warm things up this winter on Saturday nights or any night with Salsa lessons, Latin tunes and Latin themed drink specials.

### **6** SUPER BOWL

- **8** Dump Your Significant Jerk Day... It's time to clean house before Valentine's day and terminate those bad relationships boyfriend or girlfriend.
- **8** Mardi Gras...Break out the beads and masks... and celebrate with a New Orleans flair...red beans and rice, jambalaya, hush puppies and a hurricane! Dixieland Jazz.

(http://www.web-holidays.com/mardi/)

**14** Valentine's Day...Host a "Singles' Night Only" party at the bowling center and use "little black book" invitations as "party favors" given to guests on arrival.

Schedule two bowling periods...8 PM – 9 PM and 9 PM – 10 PM. Have guests draw to see which lanes they are bowling on for the first time period and a different lane with 4-8 new bowlers for the second round. Ideally, you'll have enough bowlers to allow everyone to bowl with and make 14 new friends over the course of the evening.

Read singles' ads from the local paper over the PA system. Have guests pick a winner. Call the person from the winning ad and invite them down to join the party!

Check www.plumparty.com for little black books, chocolate frogs and for other ideas.

- **22** National Margarita Day...Free chips and salsa w/every Margarita.
- **26** Levi Strauss Day...Creator of the 1st pair of jeans was born. Offer specials for patrons wearing jeans.

# February 2005

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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6	7	8	9	10	//	12
/3	VALENTINE'S DAY	15	16	17	18	19
20	PRESIDENTS' DAY	22	23	24	25	26
27	28					

MONDAY	WEDNESDAY, 2-2	THURSDAY, 2-3
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am -11:00 am	8:00 am	8:00 am
11:00am - 1:00 pm	9:00 am	9:00 am
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FRIDAY, 2-4	SATURDAY, 2-5	SUNDAY, 2-6
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MONDAY, 2-28	WEDNESDAY	THURSDAY
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## March 2005

### DATES TO CELEBRATE

### This Month is March Madness!

- National Pig Day (see back)
- **2** High Energy Wednesdays (see back)
- National Anthem Day... "The Star Spangled Banner" becomes our national anthem in 1931.
- 4 Hug a GI Day (see back)
- Monopoly invented (1933) (see back)
- International
  Working
  Women's Day
- 10 Alexander Graham Bell Day
- **12** Coca-Cola first sold in bottles.
- 14 National Potato Chip Day
- 17 SAINT PATRICK'S DAY!
- **18** The "Madness" begins! (see back)
- Spring begins (see back)
  Single Parents' Day
- 21 National Dance Day (see back)
- **23** Dick Clark retired...from American Bandstand. (*see back*)
- 24 National Family Day (see back)
- 25-28 NCAA Regionals
- **26** Marshmallow Drop (see back)
- **27** EASTER
- National Hot Dog Day
  Vincent Van Gogh's Birthday (see back)
- **31** Kick Butts' Day! A campaign for tobacco-free kids.

Check out September events and plan now!

### COOL EVENT IDEA...

March 17th

St. Patrick's Day

Start the day with an Irish Breakfast special at the Golf Course, Club or Bowling Center...freshly-cut half grapefruit with a dusting of superfine

sugar, followed by a
bowl of smooth
oatmeal porridge
gently cooked in
milk and served with
an individual jug of

cream. After that comes rashers, sausages and eggs, the lot served with scones and brown bread warm from the oven, honey, homemade

preserves, fresh butter and a pot of tea.

- Got your carbs up...work them off with a 5h Shamrock Walk/or Snake Chase around the golf course or the installation. And, if you see a snake, pursue him in chase until he has clearly crawled back to Ireland. They may name a day in your honor someday.
- Kiss the Blarney Stone...dance a jig & join in even more fun. Celebrate with Irish music, wandering storytellers, Irish coffees, Black and Tans, Guinness and an Irish dance group or dancing. Hold a Leprechaun Look-A-Like Contest.
- Give every patron a chance to win a *Pot of Gold* (the new golden dollars would be perfect)...or better yet...a trip to Ireland. Promote drawings weeks in advance, leading up to the event at your St. Paddy's Day party.

#### **Management Reminders**

Tackle that spring cleaning this month! Ensure your staff wears gloves and eye protection...and that rooms are properly ventilated. Empty those storage rooms...lift those floor mats—especially behind the bar...and wash those windows and light fixtures!

#### DON'T FORGET ...

It's not too late to help your customers get in shape for the summer...with *National Nutrition Month promos*.

#### March is also...

- Noodle Month
- Ethics Awareness Month—something your divorce attorney probably celebrates, no?
- National Craft Month

Plan that April 1st foolery...April Fools Day promotion now. Ideas available from www.web-holidays.com or www.Party411.com. How about Kitty Litter Cake and Puppy Chow on the menu!

### Upcoming Trade Shows MARCH

#### **MENUS 2005**

Sonoma Mission Inn, Sonoma, CA (March 13-15) (www.restaurantbiz.com)

Theme Operations Managers Workshop

**Nightclub & Bar Show**, Las Vegas (March 25-26th)

#### APRIL

International Sign Association Show Orlando.

New signs, POP materials. www.signs.org for more info.

#### MORE COOL IDEAS...

- / National Pig Day... Hold a Luau or offer pork BBQ specials. Plan a week's worth of BBQ menus and specials for your patrons. Hold a hog calling contest.
- **2 High Energy Wednesdays**...Give your patrons a mid-week boost with a promotion centered around energy drink specials. Create cocktails with high-powered names!
- **4** Hug a GI Day... "March Fourth"...get it? The only day that ties in with a military command.
- **7 Monopoly Invented...**Sponsor a monopoly tournament. Give "properties" to patrons as they enter...and ask them to find the rest of their "hood."
- **18** March Madness begins...First and Second rounds of NCAA basketball... March 18-21...64 teams take to the courts!
- **20** Spring begins...Melt those snowmen... plant those spring flowers...break out the shorts...hold a 5K walk...feature salads and other healthy menu items in your restaurant or snack bar.
- **21** National Dance Day...Perfect day for a dance contest...link with your American Bandstand promo on the 23rd.
- **23 Dick Clark Retires...**Sixteen years ago, in 1989 at the age of 59. Good theme for a sock hop!
- **24** National Family Day...Family style feast or buffet at the club...family bowling discounts.
- **26** Marshmallow Drop...Orlando's Alternative to an Easter Egg Hunt. Helicopter drops thousands of marshmallows in a field for kids to gather and exchange for a basket of candy.
- **30** Vincent Van Gogh's Birthday (1853)... Great day for an art bazaar or art show featuring local painters, crafters or photographers.



## March 2005

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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20	21	22	23	ST. PATRICK'S DAY	25	26
27	28	29	30	31		
EASTER						

MONDAY	WEDNESDAY, 3-2	THURSDAY, 3-3
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am -11:00 am	8:00 am	8:00 am
11:00am - 1:00 pm	9:00 am	9:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
3:00 am - 5:00 pm	11:00 am	11:00 am
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FRIDAY, 3-4	SATURDAY, 3-5	SUNDAY, 3-6
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MONDAY, 3-7	WEDNESDAY, 3-9	THURSDAY, 3-10
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MONDAY, 3-21	WEDNESDAY, 3-23	THURSDAY, 3-24
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FRIDAY, 3-25	SATURDAY, 3-26	SUNDAY, 3-27
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5:00 pm - 7:00 pm	7:00 pm	7:00 pm

## April 2005

#### DATES TO CELEBRATE

#### National Garden Month

- April Fool's Day! (see back)
- 2 Casanova's Birthday (1775) (see back) Nickelodeon Premiers (1979) (see back)
- **2-4** NCAA Final Four
- **3** Daylight Savings Time begins!
- **4-10** Master's Golf Tournament (Augusta, GA)
- 6 North Pole discovered...frozen drink specials & ice cream desserts
- **7** No Housework Day (see back)
- **10** First PGA Championship (1916)
- Titanic sets sail (1912) (see back)
- First McDonald's opens (1955)
   (see back)
   Income Tax Deadline
   (see cool event)
   Titanic sinks (1912)
- **16-17** California Poppy Festival (see back)
- 17 Birth of the Ford Mustang (1964)
- 17-23 National Karaoke Week
- Paul Revere's Ride (1775) & Boston Marathon (see back)
- National Library Week (see back)
  Week of the Young Child
- 27 Admin Professionals' Day Babe Ruth Day (see back)
- **29** Dale Ernhardt's Birthday (1952)
- **29-30** Arbor Day Spring Fest (see back)

Advance planning check October dates!

### COOL EVENT IDEA...

#### April 15th - Tax Day

Turn that frown upside down. Invite your patrons to a "poor man's" celebration. Make it an "all-you-caneat" buffet! Who can afford anything else on a day like this?

- Serve "Po Boy" sandwiches
- Bread (gourmet) & (sparkling) water on all the tables!
- Use old newspaper as placemats
- Scatter penny chocolates around and hold a drawing for some cold hard cash!
- Award a prize to the person who owes the most on his/her tax return.
- Offer your guests \$100 sniff tissues (available from www.plumparty.com along with other IRS party items). If they feel like crying their eyes out well at least do it in style.
- Ask the post office to set up at your location or stay open to take last minute filings on April 15th.

#### BOWL FOR A BALL FOR DAD!

Father's Day is June 16th. That gives kids (or Moms) 12-13 weeks to earn a ball for Dad. Run it similar to the Leading Edge promotion (www.leadingedgepromo.com). Divide the cost of an adult ball from your pro shop or AAFES by 13 weeks. Add the cost of 1-2 games of bowling and shoe rental. Present Dad's ball on Father's Day with a family bowling special. (Thanks Roni Stevens, Giebelstadt, Germany for this great idea!)

#### Management Reminders

All employees have problems, but negative employees think their problems should be everybody's problems. Left to their own devices, they can drive away customers, disrupt morale, and sap management of time and energy faster than a salmonella outbreak. Remind all employees that they work in the HOSPITALITY INDUSTRY and that a POSITIVE ATTITUDE is part of every job description.

#### DON'T FORGET ...

It's not too late to plan your **Cinco de Mayo Party for May 5th!** Celebrate with Margarita specials, a piñata for the kids, Mexican dinner specials, a build your own taco bar for lunch, and a salsa bar **(May is National Salsa Month)**. Hold a jalapeno eating contest.

May 8th is Mother's Day...Check the May tab and plan now!

#### This month is also...

- Month of the Military Child/Young Child
- National Car Care Month
- National Kite Month...build one and fly it!

**OKTOBERFEST:** Does your community celebrate Oktoberfest? Start planning now to add authentic food, music and décor, craft chalets, a 10K volksmarch, and other games for kids and grown-ups! Learn how cities around the USA celebrate this festival of "Gemuetlichkeit" on www.festivals.com.

**Upcoming Trade Shows** 

#### MAY

**NRA Show,** (21-24 May), Chicago (312)853-2525

#### JUNE:

**International Bowl Expo**, (June 26-1 July), Orlando, FL

Western States Golf Assoc., (21-28 June), Reno, NV

#### MORE COOL IDEAS...

- *I* April Fool's Day...A day of practical jokes. Invitations to non-existent parties...a Spam Cook-Off or a Fool's Dinner where menu items are named so the guests don't know what they are ordering. Give a free dessert if they accept their meal without complaining. See more fun ideas on www.web-holidays.com.
- **2** Casanova's Birthday...All rogues, philanderers and adventurers get in free...get a discount... get a t-shirt.
- **2** Nickelodeon Premiers on MTV...If you have Nickelodeon party goods...use em! Hold a "Nickelodeon Birthday Party" in the bowling center.
- **7** No Housework Day...Draw for a month of maid service from a local agency.
- **14 Titanic sets sail...**Bon Voyage party! A seafood dinner with a glass of champagne included in the package price.
- **15** Burger Bash...Roy Kroc opened his first McDonalds in 1955. Celebrate with burger specials.
- **16-17 Poppy Fest**...Every customer gets a packet of poppy or wildflower seeds.
- **18** Paul Revere's Ride...Car or bike rally at dusk with lights...or hold your version of the Boston Marathon.
- 27 Babe Ruth Day...
  Hold a softball tournament to commemorate the day in 1947 when "the Babe" was recognized in every ballpark in the USA and Japan.
- **29 Arbor Day...**What a great way to kick-off a Springfest Weekend of outdoor activities. Plant a tree...tree seedling giveaway...BBQ... hold a craft fair.

# April 2005

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## May 2005

#### DATES TO CELEBRATE

#### Asian-Pacific Heritage Month

- Community Garage Sale Day
- 1-7 Pet Week (see back)
- Bing Crosby's Birthday (1903)...Bob Hope's is May 29th. Great reason for a golf tournament either day!
- **5** Cinco de Mayo & Totally Chipotle Day (see back)
- **6-7** Kentucky Derby (see back)
  National Teacher Day
- **8** V-E Day...Surrender of Germany to Allies Coca-Cola first sold
- **8 MOTHER'S DAY** and Military Spouse Appreciation Day (see back)
- First Academy Award's Anniversary (see back)
- Nylon Stockings Anniversary (1940)...A "Best Legs" contest for men & women!
- May Ray Day...Open your patio and celebrate the beginning of sunny days.
- Preakness (see back)National Wait Staff Day (see back)Armed Forces Day
- 22 National Safe Boating Week begins & National Maritime Day
- Bob Hope's Birthday (1903)
  Indy 500
- **30** MEMORIAL DAY (see back)

Check November for holiday ideas and start planning now

#### COOL EVENT IDEA...

#### Commit to Get Fit For Summer

#### National Fitness & Sports Month

Dedicate this entire month to getting in shape for summer. Here are some fit & fun promotion ideas:

- Kick-off *Be Kind to Animals Week* like they do in Chicago with their *Bark in the Park* 5k walk with your dog.
  - Celebrate *Cinco de Mayo* with a Fiesta Bowling
    Tournament on May 5th.
    Add some hot chili peppers to rev up that metabolism!
    Fill piñatas with coupons

and small prizes. Hold a burrito toss...if it breaks..you're eliminated.

- Celebrate Bing Crosby's birthday on May 3rd...or Bob Hope's on May 29th... with a local golf tournament.
- May is *National Bike Month*...Bike for fun, fitness and transportation. Hold a bike rally or bike inspection & repair event.
- Go boating on May 22nd... *National Maritime Day.*
- Bash at the Beach
  (or pool)...Begin the
  Memorial Day weekend with
  a clambake. Add the
  "SUPERBOWL of the

SURF" Watermelon Bust! (using a greased watermelon as the ball)... and, of course, a volleyball tourney.



#### **Management Reminders**

Need a new bartender? Consult with the bartenders on your staff and ask them if they know someone as professional as they are. In nearly every instance their recommendations will yield excellent results. Give a \$50 finder's fee if they recommend an individual who is hired and stays on the job past the probationary period.

#### DON'T FORGET...

#### This month is ... Cinco de Mayo!

Everyone loves salsa and chips...and tequila and beer... Throw down a couple sombreros and have a Mexican Hat Dance contest. Give away a trip to an exotic Mexican resort.

#### May is also...

- National Barbecue, Salsa & Hamburger Month. Feature "build your own burger" specials with a variety of BBQ sauces and salsas this month.
- National Book Month...used book sale or reading contest. Prize for most books read is a magazine subscription...winner's choice.
- Physical Fitness & Sports Month
- National Bike Month...a bike to work day with prizes to everyone coming thru the front gate on their bike on the 17th.
- Eat Dessert First Month!

**Upcoming Trade Shows** 

MAY

National Restaurant Show (21-24 May), Chicago

#### JUNE

July International Bowl Expo (26 June – 1 July), Orlando, FL

#### MORE COOL IDEAS...

**1-7 Pet Week...**A 5k walk with your dog...a frisbee-throwing contest...a pet show...portraits with your pets!

#### **5** CINCO DE MAYO!

- **6-7 Kentucky Derby Party**...With Mint Juleps and Derby pie. Drawing for horse-riding lessons at a base or local stable. Hold a *Best Hat Contest* or "*Run for the Roses*" *5K race* for any age group.
- **8** MOTHERS' DAY & Military Spouse Appreciation Day...Make it a big weekend for moms! A romantic dinner on Friday...a "Violets are Blue" brunch on Mother's Day. All moms get an African violet with a "Happy Mothers' Day" tag.
- **13** First Academy Awards in 1929...Hold your own award show. Invite people to submit their funniest home videos with prizes to the favorites. Check out the "Party/Unit Celebration Guide" for more ideas.
- **21** National Wait Staff Day...Customers vote for their favorite waiter, waitress or bartender. Hold a bartender's race...or a server's race.
- **21 Preakness...**More racing possibilities! Get Coke to sponsor...since this is the day Coca-Cola was first sold.
- **29** Indy 500...Commemorate the first Indy race in 1911 with a run, bike or auto rally.
- **30** MEMORIAL DAY...Began as a memorial for Civil War veterans but has become both a National Decoration Day of family graves, and the holiday that opens the summer season. It is celebrated with BBQ's, picnics and parades. General John A. Logan of the Grand Army of the Republic designated May 30, 1868, as "a day for strewing with flowers or otherwise decorating the graves of soldiers who died in defense of their country, and whose bodies now lie in almost every city, village, or hamlet churchyard in the land."



# May 2005

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# June 2005

# June 2005

### DATES TO CELEBRATE

#### National Flag Month

- **1-7** This week is: National Fishing Week (*see back*)
- 4 International Jazz Day (see back)
- **4** Belmont Stakes (see back)
- **6** D-Day Anniversary (1944)
- **7** World's Largest Garage Sale (see back)
- **7** First VCR introduced by Sony...video swap meet!
- **9** Donald Duck's Birthday (1934)... Duck races anyone?
- II American Idol TV Premier (see back)
- Baseball Hall of Fame Anniversary (see back)
- Tim "Home Improvement" Allen's Birthday
- Flag Day & ARMY
  BIRTHDAY (see back)
- **16** Ladies Day...initiated by the NY Giants in 1883
- **13-19** US Open (*Pinehurst*, *NC*)
- **19 FATHER'S DAY** (see back)
  Garfield the Cat's Birthday Lasagna Bash
- 21 Summer begins/National Ice Cream Day (see back)
- **20-3 July** Wimbledon Tennis Tournament
- **24** Berlin Airlift (1948)
- **25** Take Your Dog to Work Day
- 27 "Happy Birthday to You" composed (1859). Free dessert to anyone with a birthday today!

Finalize those 4th of July plans

### COOL EVENT IDEA...

#### Swing Into Summer

Warm days, blue skies and long hot days are upon us... so what's your excuse for not holding an outdoor event in your community. Here's a sampling

of festival ideas from around the USA.

- Swing Into Summer with Blues & BBQ...an outdoor, all-day concert.
- Summer splash at your local pool or pond!
- Summer Slam Softball
  Tournament
  - Street Fair with sidewalk sale
  - Good Ol' Days Celebration... complete with an ice cream social
  - Outdoor movies under the

stars

- Teddy Bears' Picnic...bears must be accompanied by a family.
- Great American Beer Fest...or Wine Fest
- Community Volksmarch
- Farmers Market and plant sale
- Cars, Stars & Guitars...an evening under the stars with music and classic automobiles.

Midnight Sun
 Festival on the
 longest day of the
 year...June
 21st...or a
 Swing into

Summer Golf

Tournament at dusk.



#### **Management Reminders**

Few things are more closely associated with an employee's livelihood than the weekly schedule. Unfulfilled scheduling requests, over- or under-scheduling, or preferential treatment toward certain employees can lead to rapid and consistent turnover. Equity, aptitude and experience should be the prescribed criteria behind scheduling.

### DON'T FORGET ...

#### This month is...

- Adopt a Shelter Cat Month
- National Beef-Steak Month...fire up the grill and bring back "Steak Nights!"
- **National Ice Tea Month**...pair it with a dailychanging selection of 5-6 crisp summer salads at a special price.
- National Soul Food Month
- International Men's Month
- Turkey Lovers' Month...you don't need to wait for Thanksgiving! Turkey is ideal for those low-carb recipes.

#### **Upcoming Trade Shows**

#### JUNE

#### **International Bowl Expo**

June 26-July 1, Orlando Convention Center. www.bowlexpo.com.

### 100 Days of Summer at your Bowling Center

Offer stamp cards good for 100 free games (1 per day) to bring kids to the center. If your budget can stand it...include 100 free hot dogs. Make money on sodas and shoe rentals. Set times for free games that correspond with slow times in your center.

### MORE COOL IDEAS...

- **1-7 National Fishing Week...** Take a friend fishing as part of a week-long Outdoor Rec program. Hold a Fish Fest at the Club. Kick-Off a monthlong contest to win a fishing rod & reel.
- **4** Belmont Stakes...Or...Belmont Steaks to celebrate National Beef-Steak Month. Hold a race-day party with a great steak BBQ. Add some jazz and celebrate International Jazz Day as well. Feature steaks on your menu all month.
- **4 World's Largest Garage Sale...** Join folks from South Bend, IN and hold a base-wide garage sale! Toss in a NAF property sale, a used car sale, food & beverage stands...open the Thrift Shop.
- **II** American Idol...Search for your own "American Idol"...or Karaoke Idol. Hold a multi-week competition with the audience voting. Find your most sarcastic customer to play Simon.
- **12** National Baseball Hall of Fame opens...Hold a drawing this month for an autographed ball or baseball memorabilia. Feature a ballpark menu in your snackbar. Organize that *Summer Slam Softball* tournament.
- **14 FLAG DAY...ARMY BIRTHDAY...** Show we're still "proud to be Americans" by encouraging everyone to fly the flag. Give small flags for cars at MWR activities. Give a coupon for a free soda to anyone coming through the gate with a flag on their car on the 14th.
- **19 FATHER'S DAY...**Best Tie Contest. Winning Dad gets an MWR "family package"... free bowling, free family dinner, etc. Father's Day campout, with a reduced rate at your campgrounds.
- 2/ Celebrate the First Day of Summer and Ice Cream Day...Free scoop of ice cream with any meal.



# June 2005

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1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm

FRIDAY, 6-24	SATURDAY, 6-25	SUNDAY, 6-26
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MONDAY, 6-27	WEDNESDAY, 6-29	THURSDAY, 6-30
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9:00 am -11:00 am	8:00 am	8:00 am
11:00am - 1:00 pm	9:00 am	9:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
Tuesday, 6-28	1:00 pm	1:00 pm
7:00 am - 9:00 am	2:00 pm	2:00 pm
9:00 am -11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm

# July 2005

### DATES TO CELEBRATE

- First news photo (see back)
   First zoo opens in
   Philadelphia (1874) (see back)
- **4** FOURTH OF JULY
- **7-14** Running of the bulls in Pamplona Spain (see back)
- 7 Hawaii annexed by the US in 1898
- **8-10** North Sea Jazz Fest (see back)
- Giorgio Armani born 1936 (see back)
- World Cup Soccer Inaugurated (1930)
- 14 Bastille Day (see back)
- Rembrandt's
  Birthday (1606)
  (See Back)
- Apollo 11 Moon Landing (1969)
- Disneyland opened (1955) (see back)
- USA's 1st 18-hole golf course opened (see back)
- **19** Get Out of the Doghouse Day...at home or at work!
- First swimming pool in US opens in Boston...1827 (see back)
- 23-24 Gilroy Garlic Festival
- **24-30** National Salad Week
- **28** Hamburger created
- **29-31** Berne Swiss Days (see back)
- Henry Ford's Birthday (1863) (see back)
  Paperback Books introduced (1935)
  Elvis' 1st Concert (1954), Memphis, TN.

### COOL EVENT IDEAS...

#### Celebrate Freedom!

Celebrate freedom and the men and women who guarantee we have it...with a Spirit of Freedom Celebration. Open your facilities on the 4th...with free bowling, free balls on the driving range, free sodas in your food & beverage outlets. Start the 4th of July weekend with a 2 mile Freedom Run or walk. End the day with a concert or sun down salute and fireworks. More to

do between dawn and dusk:

- Pie Bake-off
- Fishing Derby
- Great Cardboard Boat Regatta
- Craft show, flea market or Farmers' Market
- Children's Carnival
- Rock-n-Blues Barbecue
- Patriotism Awards

#### Roll & Bowl

Here's one way to celebrate *International Family Bowling Month*. Even a beginner can roll a strike in this game. Every lane will get a pair of dice. Bowlers toss the dice to see how many pins they need to knock down on every frame. If they get it right...they get a strike! Normal strikes don't count in this tournament. Play some good ol' rock & roll!



#### **Management Reminders**

Are you using the Joint Services Prime Vendor Program to get the most from your vendors? Develop business partnerships beyond just buying products from them. All vendors who sell your products offer free promotional materials, free product and training — you just have to ask for them and plan far enough in advance to use them.

### DON'T FORGET ...

#### This month is...

- National Baked Bean, Hot Dog & Ice Cream Month! Tasty events...Ice Cream Eating or Sundae Building Contests.
- Women's Motorcycle Month...For women who ride or wish they could.
- Appreciate Air Conditioning Days...
  July 3 Aug 15th. If your place is cool, let 'em know!
- International Family Bowling Month... Work with your installation bowling center to give coupons to children for a free game of bowling for every book they read.

If you offer breakfast...why not offer *Breakfast Bowl* from 7-10 a.m...bowl two games and get a breakfast sandwich of choice plus coffee...all for \$5. Or... a "One More Bowl" promo with 1 free game with every bowl of soup or chili.

Upcoming Trade Shows

AUGUST

Event Solutions Expo

(www.event-solutions.com) (August 27-30) Atlanta, GA

### **MORE COOL IDEAS...**

30-31 Henry Ford's Birthday Weekend... Where would we be without the automobile. Great weekend for a car show or auto rally! Or tie this in with the June 18th Concours d' Elegance.

### MORE COOL IDEAS...

- *I* First News Photo (1848)...You don't need to be a photojournalist to enter this photo contest. Theme...patriotism?
- *I* First Zoo...Great reason for a pet show or pet event as part of your holiday festivities.

#### **4** FOURTH OF JULY

- **7-14** Running of the Bulls... "Dog Days of Summer" are upon us. Bring out your dogs and hold your version of Spain's famed event...a running of the dogs...with a route through the streets on post. Serve Sangria, cold beer and Paella or Mexican food. Don't forget dog biscuits and water for the four-legged participants.
- **8-10** North Sea Jazz Fest...If you can't make it to the world's greatest jazz fest at the Hague (the Netherlands)...hold your own outdoor jazz event this weekend.
- **II** Giorgio Armani's Birthday...Hold a fashion show of fashion faux pas! The worst dressed wins.
- **14 Bastille Day**...Celebrate with Brie & Bubbly and the traditional Bastille Day waiters race.
- **15 Rembrandt's Birthday**...Contest for the best self-portrait.
- **17 Disneyland opens...**Pin the name of a Disney character on patrons' backs as they enter. They must ask questions of other customers to find out who they are. Prizes for first winners.
- **18** America's first 18-hole golf course...Opened in 1893, Wheaton, IL. Golf Tourney time! Display some classic cars and add an ice cream social to enhance the event!
- **23 Pool Party...**Celebrate the opening of the first pool in the USA...Give away pool toys, sun glasses, and lemonade. Have races, diving contests, biggest splash, etc.
- **23-34 Gilroy Garlic Festival**...Everything on the menu laced with garlic. Offer roasted garlic as an appetizer. No vampires this weekend!
- **29-31** Swiss Days...Swiss food, yodeling and a stein-toss contest. (www.berneswissdays.com)
- **30** Paperbacks debut...Book sale & swap.

# July 2005

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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3	4	5	6	7	8	9
	FOURTH OF JULY					
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

MONDAY	WEDNESDAY	THURSDAY
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am -11:00 am	8:00 am	8:00 am
11:00am - 1:00 pm	9:00 am	9:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
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3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
Tuesday	1:00 pm	1:00 pm
7:00 am - 9:00 am	2:00 pm	2:00 pm
9:00 am -11:00 am	3:00 pm	3:00 pm
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MONDAY, 7-4	WEDNESDAY, 7-6	THURSDAY, 7-7
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am - 11:00 am	8:00 am	8:00 am
11:00am - 1:00 pm	9:00 am	9:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
3:00 am - 5:00 pm		11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
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3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
	1:00 pm	1:00 pm
Tuesday, 7-12	1.00 pm	1.00 pm
7:00 am - 9:00 am	2:00 pm	2:00 pm
9:00 am -11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
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1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm

FRIDAY, 7-22	SATURDAY, 7-23	SUNDAY, 7-24
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Tuesday, 7-26	1:00 pm	1:00 pm
7:00 am - 9:00 am	2:00 pm	2:00 pm
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3:00 am - 5:00 pm	6:00 pm	6:00 pm
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# August 2005

### DATES TO CELEBRATE

# Girlfriend's Day (see back) MTV Premiered (1981) World Wide Web Created (1991)

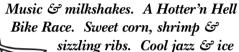
- **1-6** Psychic Week
- 4 Louis "Satchmo" Armstrong's Birth (1900) (see back)
- **6-7** Kalamazoo Ribfest... rib specials!
- 7 National Garage Sale Day (see back)
- Purple Heart
  Anniversary
  (1782) (see back)
- **7-12** Scrabble Championship (see back)
- **8-14** PGA Championship (see back)
- **9** Sturgis Motorcycle Rally (see back) Book Lovers' Day
- Candid Camera premiers (1948) (see back)
- II Presidential Joke Day (see back)
- National Left-Handers' Day (see back)
- Elvis Death...or Disappearance Day (1977)
- 19 Bill Clinton's Birthday (1946) Potato Day...baked potato bar special!
- **21** American Bar Association Day (see back)
- **23** Schuetzenfest (German Hunters' Festival) (see back)
- **24** National Peach Day
- **25** National Banana Split Day La Tomatina in Spain (see back)

It's time to start planning winter events

### COOL EVENT IDEA...

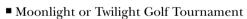
#### HOT AUGUST NIGHTS

August 27th & 28th



cream. Latin nites with meringue, salsa and mariachis. Here are some other ways to celebrate the last weeks of summer:

■ Splash Party at the local pool... moonlight adult swim party... water volleyball tournament... water balloon toss



- Cool Jazz under the stars
- Build Your Own Banana Split Bar
- Softball under the lights
- Kool-Aid & Lemonade Stands...purchase a mug and drink free all night
- All Night Bowling Bash...with air-conditioning!
- Rockin' Ribfest
- La Tomatino tomato fight!
- Cruisin' Weekend with oldies music and classic cars
- Progressive Dinner with music and entertainment at your various MWR facilities.





#### **Management Reminders**

Some managers name menu items or specials for their most frequent customers. Why not ask a customer what their favorite soup recipe is, make it, put it on the menu and name it after that customer? This can only lead to satisfied customers who will be bringing their family and friends to enjoy their signature menu items.

### DON'T FORGET ...

#### This month is...

- National Golf Month...PGA Championship at Baltusrol Golf Club, 8-14 August (www.PGA.com)
- National Catfish Month...Fishing tournament...then fry them up!
- **Psychic Week**...August 1-6...What better time for a psychic fair. Bring in Tarot Card readers, palm readers, and animal communicators. Offer someone different every night...a free reading with dinner. (space available)

### Upcoming Trade Shows AUGUST

**Event Solutions** (www.event-solutions.com.) (August 27 - September 3) Atlanta, GA

#### SEPTEMBER

**Promo Expo**, Chicago-Navy Pier (Sept. 12-14) www.promoexpo.com

#### **POP Show**

(latest in signs and point of purchase materials)

### COOL IDEAS CONTINUED...

- **23** Schuetzenfest...No better day for your club or Rod & Gun Club to feature a Jaegerschnitzel special with German beers!
- **3/ La Tomatina...**The world's biggest food fight takes place annually near Valencia, Spain...as 35,000 revelers hurl 120 tons of tomatoes at each other for 2 hours. Do this outside...have the hoses ready!

### MORE COOL IDEAS...

- **I** Girlfriend's Day...Perfect time for a "girls only" night of bowling. Move it to the weekend and have an all-night slumber party/bowling party with breakfast included. Arrange for child care at CYS.
- **4** Satchmo Fest...Keep the spirit of "Satchmo" alive with jazz and New Orleans cuisine. Ideas at (www.satchmosummerfest.com)
- **7 Purple Heart Anniversary**...In 1782, George Washington created this Badge of Military Merit to recognize those wounded in action. Recognize our heroes with specials in all MWR activities.
- **7 National Garage Sale**...Set up tables in your parking lot and invite patrons to bring that stuff they've been meaning to get rid of. Have drinks and lunch available. Toss in a DRMO sale!
- **7-12** National Scrabble Championship...Find enough people who can spell, and hold a scrabble championship or, put scrabble piece mockups with points on guests as they enter...and give a prize for groups who form to spell the highest scoring words.
- **9** Sturgis Rally...Invite local motorcycle enthusiasts to display their bikes...hold a ralley in your community. Add music and food and make it festive.
- **10** Candid Camera...Hold a month-long photo contest to capture candid videos. Show the best. Award prizes: cameras & equipment.
- // Presidential Joke Day...Anniversary of Ronald Reagan's voice-test joke where he outlawed Russia; creating international tension. In recognition, hold a "Knock-Knock" joke promo. Servers wear buttons saying "Do you want to play Knock-Knock?" When customer asks "Who's there?" Server replies "Dewey. Customer says "Dewey Who?" Server says "Dewey care to order an appetizer?" A prize for the server who sells the most appetizers today.
- **13** National Left-Handers' Day... "Lefties rule!" A bowling tournament where everyone must bowl using their left hand. Golf to the left...play last hole first.
- **21 Bar Association Day...**Belly up to the bar and win a prize for best lawyer joke.

# August 2005

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		2	2	4	5	6
7	8	9	10	//	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

MONDAY, 8-1	WEDNESDAY, 8-3	THURSDAY, 8-4
7:00 am - 9:00 am	7:00 am	7:00 am
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3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
Tuesday, 8-2	1:00 pm	1:00 pm
7:00 am - 9:00 am	2:00 pm	2:00 pm
9:00 am -11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm

FRIDAY, 8-5	SATURDAY, 8-6	SUNDAY, 8-7
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## September 2005

#### DATES TO CELEBRATE

#### National Hispanic Heritage Month

- German capital returns to Berlin (see back)
- **2** Marathon Anniversary (490 BC) (see back)
- 4 Los Angeles founded (1781) (see back)
- 5 LABOR DAY
- Colonel Harland Sander's Birthday (1890)California becomes the 31st State
- Honor those who lost their lives during the attack on the WTC and the Pentagon on 9-11 (see back)
  Video Games' Day
- **15** Agatha Christie's Birthday (see back)
- National POW/MIA Recognition Day Mexican Independence Day
- 17 Oktoberfest begins in Germany (see back) Home Improvement TV Premiered National Football League formed (1920) (see back)
- 18-24 Singles' Week (see back)
- 19 Dance Lesson Day (see back)
- **21-25** Santa Fe Really Chile Fest & Chile Day! (see back)
- **22** Birth of the ice cream cone (1903)
- **24** Family Health & Fitness Day USA
- 27 Sam Adam's Birthday (see back) World Tourism Day...travel fair time!
- **28** Chusok in Korea...autumn harvest fest.

Thanksgiving & Christmas are right around the corner

#### COOL EVENT IDEA...

### Celebrate the Grape! ...or the Famous Farfelu Winefest!

It's harvest time...and also time for wine and beer festivals. Keep it fun...not snobbish...like they do at Virginia's Farfelu Winery where the motto is:

Serious Wine for Un-Serious People! Hold an International Wine & Food Fest and include some or all of the

following ideas:

If your community is famous for a particular ethnic or regional cuisine, build your food vendors and activities around that theme.

(i.e. the Gilroy Garlic Fest, the Maryland Wine & Crab Fest.)

- *Tour de Town* bike race...or race on in-line skates.
- Hold a competitive Grape Stomp and win the "Purple Foot" Award.
- Do like the folks in Palm Springs, CA and hold a "Rocktoberfest" ... featuring vintage cars, Rock 'n Roll music from the 50's, 60's, a street fair and maybe a popular "oldies" performer. Don't forget wine or a wine-tasting.
- Tie your festival to Mexican Independence Day and turn it into a fiesta! Add Sangria!
- Wine on Wednesdays...Cooking with wine and wine tastings at the Club. Promote a series of weekly wine-tastings with compatible foods, cheeses, local wine experts and musicians during September (and October).

#### **Management Reminders**

MWR operations require motivated, well-trained staffs to continue to grow. Reasons employees leave are lack of advancement and infrequent wage increases. For individuals to remain motivated and enthusiastic, they must be challenged and continually prompted to mature professionally. It is a mistake to expect employees to remain inspired and conscientious without management's assistance.

#### DON'T FORGET...

It's back to school and school sporting events begin this month. Promote dining before or after the game with coupons or special offers. Hold a contest all week with prizes for anyone who guessed the winning score.

**Upcoming Trade Shows** 

#### SEPTEMBER

Florida Restaurant Show

Orlando (203)840-5490

All Army Golf Trials & Armed Forces
Golf Championships
Location/Dates: TBD

DD OMO EVDO

#### PROMO EXPO

Chicago-Navy Pier, (Sept 12-14) www.promoexpo.com

#### OCTOBER

Western States Trade Show Reno, NV

East Coast Bowling Centers Convention Atlantic City, NJ

#### COOL IDEAS CONTINUED...

- **21-25** Really Chile Festival...Where the food bites back! Add a low-rider car show or an "eat the most chile peppers" contest.
- **27** Sam Adam's Birthday...Not the beer...but an opportunity for a fun promotion. Combo Sam Adams & shrimp, Sam & steak, drawings for Sam Adams items from your local distributor.
- **28** National Hunting & Fishing Day...Fishing contest or fish fry at your Rod & Gun club.

#### MORE COOL IDEAS...

Hispanic Heritage Month Begins & Mexican Independence Day...Celebrate with a Mexican Fiesta...piñatas...Mexican menu & music. Check the Cinco de Mayo page in the "It's Partytime! Party/Celebration Guide. (available on www.armymwr.org)

- *I* German Capitol Returned to Berlin...Hoist a German bier to commemorate the 1999 move from Bonn back to Berlin. Feature German food and music. Oktoberfest specials all month.
- **2** Marathon...In 490 BC, a runner was dispatched from Marathon to Sparta (26 miles) to seek help in repelling the invading Persian Army. Hold a local marathon of your own. Serve Greek food and have a toga party.
- **4** Los Angeles Day...Break out the shades and the jewelry...and "go Hollywood" today! Dress like your favorite star. Serve California cuisine...California wines.
- **5** LABOR DAY...No labor...all fun today!
- **// Patriot Day/Heroes' Day...**Recognize our military and civilian heroes with special programs today!
- **15** Agatha Christie's Mystery Menu...Name the dishes so guests have no idea what they are ordering. If they accept their meal without complaint, they get a free "mystery" dessert.
- **17** Loosen Your Lederhosen...It's Oktoberfest Time! The Germans celebrate from Sept. 17th-October 2nd. For some great ideas check www.web-holidays.com.
- **17** NFL Formed...Contests to win NFL merchandise or "The Best Seats in the House" for Monday night games.
- **18-24** National Singles' Week...Promotions for singles: singles tennis tournaments, bowling night, meet & mingle at the club...table where solo diners can dine and meet friends.
- **24** Family Health & Fitness Day...Health promotion activities and healthy menu items this week.
- **29 Dance Lesson Day...**Teach whatever dance steps are in vogue! Hold a dance contest.

# September 2005

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### October 2005

#### DATES TO CELEBRATE

- Jimmy Carter's 81st Birthday... free peanuts!
  - Albuquerque Balloon Fest...free balloons or bring in a hot air balloon for rides.
- **3** German Reunification Anniversary (1990)
- 4 National Taco Day...build your own!
- **8** Great Chicago Fire (1871) (see back)
- **9** Clam Chowder Cook-Off (see back)
- Double 10 Day (see back)National Dessert DayNational Children'sDay
- Observed (see back)
- Sound Barrier broken (1947) (see back)
- 15 Sweetest Day
- 16 National BOSS Day
- National Pasta Day...all you can eat!
- **22** Tour de Pig & Hawg Run (see back)
- 23 Ugly Pick-up Parade & Contest (see back)
- **25-28** Massage Therapy Awareness Week
- 27 NY Subway opens (1904) (see back)
- **29** Internet created (1969)
- **30** Tone your Bones...celebrate Charles Atlas' Birthday (1893)
- **31 HALLOWEEN!** Dust off some of the great ideas from 2004's *Hauntingly Horrific Halloween Weekend!*

Start thinking "Spring"

#### COOL EVENT IDEA...

### Gourmet Adventures Month and Cookbook Month

Break out those cookbooks or recipes you've set aside to try...and plan a month-long menu of new taste treats for your customers!

This would be an ideal time to invite your wine, beer and spirits vendors to host or participate in a series of gourmet dinners. Feature their

> beverages paired with special menu items. Perhaps they have a guest chef or a speaker who can add to the evening's entertainment or educational program.

Create a Gourmet Club and sell a package of 4 special evenings... complete with food, beverages and appropriate décor. Music, candles and

flowers would enhance the

events. Hold a drawing for a prize related to the evening's menu. Themes that come to mind this month are Spanish or Southwestern fare, Seafood, Italian or German cuisines.

Work with AAFES or a local bookstore to offer a variety of cookbooks available for purchase. Bring in other vendors who sell gourmet

cookware, spices, flavored oils, linens...for a mini-bazaar!
Offer cooking demonstrations.

Since October also features Sweetest Day and National Dessert Day...specialty desserts and dessert beverages throughout the month would be an added touch.



#### **Management Reminders**

The Holidays are coming and it's important to remember that socializing with your staff causes needless entanglements and seriously hampers management's ability to lead effectively. While a warm, congenial relationship between the staff and management should be fostered, outside fraternization can be harmful to the operation.

#### DON'T FORGET ...

#### October is

- German-American Heritage Month
- National Pork Month/National Seafood Month/Sun Dried Tomatoes Month

Build some of your gourmet dinners around these promotions.

#### It's also...

- National Popcorn Month
- **■** Country Music Month
- Adopt a Pet Month
- Billiards Awareness Month...check out www.bca-pool.com for tournament ideas.

### Upcoming Trade Shows OCTOBER

#### **NE Pizza Show**

Atlantic City (www.pizzaexpo.com)

Western States Super Trade Show (Bowling) Reno, NV (www.wssts.com)

**East Coast Bowling Trade Show** Atlantic City (www.eastcoastbowl.com)

#### NOVEMBER

Int'l Hotel/Motel & Restaurant Show—

Jacob Javits Convention Center, NY (www.ihmrs.com) (888)334-8705

#### MORE COOL IDEAS...

- **1-30** Gourmet Adventure Month...Seafood, pasta, chili and dessert months. A gourmet chili contest would be an interesting addition on the 8th. Or...a recipe contest for the best pasta on the 17th. (See Cool Event Idea)
- **8** Chicago Fire...Keep it hot with jalapenos, poppers and other pepper dishes this month. Find a beer sponsor for a chili-eating contest.
- **9** Chowder Cook-Off...Steal an idea from the folks in NJ who hold an annual chowder festival with unlimited tasting of 30 different red/white clam chowder recipes. Prizes for the winning recipe in each category.
- **10 Double Tenth Day...**Turn this into a day of doubles...doubles bowling and golf tournaments... 2-for-1 dinner specials...tennis doubles...a doubles billiards tournament!
- **10** Columbus Day Celebrated...Italian-American fest with a cardboard boat regatta if you're near water. Hold a drawing for a globe or local map book...or a trip to Europe (Spain or Italy.)
- **14** Sound Barrier Broken Day...Chuck Yeager did it in a Bel X-1 in California in 1947...turn up the sound at your discos...CYS centers and/or at your bowling center for cosmic bowling.
- **18** Celebrate Alaska Day...Alaska came to us from Russia on this day...celebrate with an Alaskan King Crab night and Russian Vodka specialty drinks.
- **22** Tour de Pig & Hawg Run...Take a page from the Lexington, NC BBQ fest and hold a bike race and or 2K run.
- **23** Ugly Pick-up Truck Parade & Contest... the dirtier the better!
- **27 NY Subway Opens...**Sub sandwich specials... with a side of fries to celebrate National Potato Day on the 27th.

# October 2005

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
						/
2	3	4	5	6	7	8
9	COLUMBUS DAY	//	12	/3	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31 HALLOWEEN					

MONDAY	WEDNESDAY	THURSDAY
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am - 11:00 am	8:00 am	8:00 am
11:00am - 1:00 pm	9:00 am	9:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
1.00 pm - 3.00 pm	10.00 am	10.00 am
3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
<i>Tuesday</i>	1:00 pm	1:00 pm
7:00 am - 9:00 am	2:00 pm	2:00 pm
9:00 am - 11:00 am	3:00 pm	3:00 pm
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FRIDAY	SATURDAY, 10-1	SUNDAY, 10-2
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MONDAY, 10-3	WEDNESDAY, 10-5	THURSDAY, 10-6
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am -11:00 am	8:00 am	8:00 am
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MONDAY, 10-10	WEDNESDAY, 10-12	THURSDAY, 10-13
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Tuesday, 10-11	1:00 pm	1:00 pm
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MONDAY, 10-24	WEDNESDAY, 10-26	THURSDAY, 10-27
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Tuesday, 10-25	1.00 pm	1.00 pm
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FRIDAY, 10-28	SATURDAY, 10-29	SUNDAY, 10-30
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MONDAY, 10-31	WEDNESDAY	THURSDAY
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5:00 pm - 7:00 pm	12:00 pm	12:00 pm
Tuesday	1:00 pm	1:00 pm
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7:00 am - 3:00 am	2:00 pm	2.00 pm
9:00 am - 11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm

# November 2005

### November 2005

#### DATES TO CELEBRATE

#### Military Family Appreciation Month

National Sandwich Day...(see back)

American Football
League created (1959)
(see Cool Event Ideas)

3

- National Donut Day
- 6 Sadie Hawkins' Day (see Cool Event Ideas) National Nachos Day
- 7 National Men Make Dinner Day (see back)
- **9** Fall of the Berlin Wall (see back)
- 10 Stanley finds Livingston... Treasure Hunt!
- VETERAN'S DAY...
  George Patton's Birthday... and debut of "God Bless America" (1938) (see back)
- # Fasching begins in Germany (see back)
- 14 National Teddy Bear Day
- 17 Beaujolais Nouveau released (see back)
- 17-23 Children's Book Week
- Push-Button Phone debuts (1963)
- **21** Great American Smoke Out
- **21-27** National Puzzle & Game Week
- **24** THANKSGIVING
- **28** What Do You Love About America Day
- Mark Twain's Birthday (1853)
  Stay Home Because You're Well Day
  (see back)

Finalize Christmas & New Year's events.

Do some advance planning...

Check May "Dates to Celebrate"

#### COOL EVENT IDEAS...

#### Sports Night

Celebrate the founding of the American Football League...and National Puzzle and Game Week with a Sports Night at your club. Invite patrons to wear their favorite sports jersey and get in free.

- Pin an athlete's name on the patron's back and have them ask other patrons for clues to find out who they are. Award small prizes.
  - Golf shots or putting contest
  - Basketball free-throws or pop-a-shot

### Thanksgiving

- Arm Wrestling contest
- Sports Trivia or NTN.
- Billiards and/or darts tournament

#### Sadie Hawkins Party

Women take the initiative on Sunday, November 6th! Hold a Daisy Mae look-alike contest...or a 50-yard dash with men given a 10-second head start. Gals who catch their man get to keep him for the evening...or at least for a drink! Ladies get in free.

#### Army American Idol

Hold a month-long contest to determine the most talented soldiers and family members on your installation. Establish different categories such as: Male & Female Vocalist, Best Karaoke Singer, Best Dancer, Best Comedian, Best Rapper, Best Musician, etc. Bring the 3-weekly finalists together on the last weekend and have the audience vote!

#### **Management Reminders**

What better month is there than Month of the Military Family to thank all your patrons for utilizing your facilities. Develop promotions to reward their patronage. Display 100 names on a board inside your facility the first week of the month. If someone comes in during the week and finds their name... dinner (or bowling) is on the house.

#### DON'T FORGET ...

This month is also...

- National Fun With Fondue Month. Sharing food with friends is fun and fondue is trendy again...especially chocolate fondue! Would tie in well with Beaujolais Nouveau.
- National American Indian Heritage Month

#### **Bowl for Buddies!**

Bowlers register in advance, and lanes are closed to other bowlers this night. Hold it on a slow night and charge a small entrance fee. Turn up the music and have some fun! When bowlers arrive, they are given a bag with a nametag for them to wear, and instructions about which lanes they will be bowling on for the event's three games. Bowlers go to the first lane designated on their nametag and bowl with three people...move to the second designated lane to bowl with three new people...and so on.

**Upcoming Trade Shows** 

#### NOVEMBER

International Hotel & Restaurant Show

New York (www.ihmrs.com)

#### DECEMBER

**All Army Bowling Championship** (TBA)

#### JANUARY

PGA/Armed Forces Golf Course Manager's Seminar. (Jan 27-30) Orlando, FL

#### MORE COOL IDEAS...

- **3** Celebrate the Sandwich... Recognize the inventor of the sandwich, John Montague, the 4th Earl of Sandwich, who needed a quick meal while engaged in a 24-hour gambling session in 1762. Host a sandwich-making contest with a trip to NYC to visit the Carnegie Deli.
- **7** National Men Make Dinner Day...Give wives a break and let the men whip up some culinary delights...BBQ not allowed. Cheaters can take the family to the club for dinner.
- **9** Fall of the Wall...Celebrate the opening of the Berlin Wall in 1989 with German music, beers and menu items.
- **II** Veteran's Day...Honor America's military heroes today. Don't forget to remember our police and firemen as well! Give small flags to your patrons...hold a drawing or a contest to win a large American flag.
- **// Fasching begins...** Party begins on the 11th hour of the 11th day of the 11th month! From November 11th until Lent begins, the Germans host a national party! Why not hold your own costume balls...with German music...food & beverage specials. Find a sponsor for a trip to Germany for a grand prize.
- 17 Beaujolais Neuveau...The race from the grape to the glass begins...and so does the world's most frivolous wine fest. At one minute past midnight, the new wine is released in France and transported by motorcycle, runners, helicopters and rickshaws. It has become a worldwide race to be the first to serve this new wine of the harvest. Serve it at your event on the 17th.

**24** THANKSGIVING

**30** Stay at Home Because You're Well Day... call in well...be up front about it!



# November 2005

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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6	7	ELECTION DAY	9	10	VETERANS DAY	12
/3	14	<i>15</i>	16	17	18	19
20	21	22	23	Z4	25	26
27	28	29	30			

MONDAY	WEDNESDAY, 11-2	THURSDAY, 11-3
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am - 11:00 am	8:00 am	8:00 am
11:00am - 1:00 pm	9:00 am	9:00 am
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3:00 am - 5:00 pm	11:00 am	11:00 am
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3:00 am - 5:00 pm	6:00 pm	6:00 pm
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FRIDAY, 11-4	SATURDAY, 11-5	SUNDAY, 11-6
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9:00 am - 11:00 am	3:00 pm	3:00 pm
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11:00am - 1:00 pm	9:00 am	9:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
	1:00 pm	1:00 pm
Tuesday, 11-29		
7:00 am - 9:00 am	2:00 pm	2:00 pm
9:00 am - 11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
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1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
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5:00 pm - 7:00 pm	7:00 pm	7:00 pm

# December 2005

### DATES TO CELEBRATE

- I Basketball created (1891)
- 1-30 BINGO Birthday Month (1929)
- **4** Prohibition ends (1933) at midnight National Cookie Day (see back)
- **5** Bathtub Party Day (see back)
- 6 Most boring celebrities of the Year Day... find the list: www.boringinstitute.com
- **6-20** Operation Santa Paws (see back)
- Pearl HarborDay...at7:55 a.m. in 1941
- **8** Sammy Davis Junior's Birthday (see back)
- II Decorate a Tree Day
- Poinsettia Day...(see back page)
- National Hot Cocoa Day
- Boston Tea Party (see back)Nat'l Chocolate Covered Anything Day
- Baseball legend Ty Cobb's Birthday... Special Thai-Cobb Salads today!
- **20** Louisiana Purchase Day (see back)
- Winter begins...Winter Solstice First Crossword Puzzle published Plymouth Landing (1620)... turkey anyone?
- 25 CHRISTMAS DAY
- **26** Kwanza begins...Hanukkah begins National Whiner's Day (see back)
- 29 Tick Tock Day (see back)
- 31 NEW YEAR'S EVE (see back)

Check June "Dates to Celebrate"!

### COOL EVENT IDEA...

#### Celebrate the Season!

Winter Solstice...Yule...Christmas... Kwanza...Hanukkah

There are plenty of opportunities to strengthen bonds with family and friends, at home...or at one of our MWR activities!

■ Singer/songwriter Jimmy Buffet was a

Christmas baby!
Celebrate his birthday
with an all-Buffet
day...with specials on
those "Cheeseburgers
in Paradise!" Fire up
the blenders and have

an island Christmas with

plenty of tunes from Old Saint Jimmy!

- Christmas Past Repast...complete with classical music, carolers, 6-course dinner and plum pudding.
- Bowl with Santa at your bowling center. Include breakfast, an hour of bowling, shoe rental and a keepsake picture.
- Have patrons register at your facility during December to win a visit from Santa. Partner with AAFES for toys and gifts and have Santa deliver on Christmas Eve.
- During the cold month of December, celebrate the birth of BINGO by giving away some "cold" cash, a piece of icy diamond jewelry...an Alaskan cruise...as the big prize.
- Provide twelve days of Christmas specials or discounts for your patrons.
- Tree decorating contest & sale...or donate trees to needy families.
- Hold a Casino Night New Year's Eve Party "Rolling Into the New Year." Include game tables, chips, dealers and entertainers too!

#### **Management Reminders**

Remember to keep your friends, family and your customers safe this holiday season. Offer a designated driver promotion if you serve alcoholic beverages.

### DON'T FORGET ...

This month is also...

- Read a New Book Month
- National Tie Month

**Upcoming Trade Shows** 

#### DECEMBER

**All Army Bowling Championships** 

#### **JANUARY**

PGA/Armed Forces Golf Course Manager's Seminar Orlando, FL. (Jan 27-30th)

### EVEN MORE COOL IDEAS...

- **26** Whiner's Day...Don't complain about that gift that your hate. Don't stand in line to return it. Bring it to the club and hold an "Exchange your worst gift Party." Bring it wrapped and let everyone who contributes their "bad gift"...select a new one.
- **29** Tick Tock Day...Time is running out on all those things you vowed to do this year. Hold an essay contest where entrants tell one thing they "still need to do." Charge a \$5 entry fee, with proceeds to the winner to help with dream fulfillment.
- **3/ NEW YEAR'S EVE...**Begin at dusk and party to dawn. End with a breakfast buffet for all your revelers! All Night Glo Bowling at your bowling center...or a lock-in for teens.

(see Cool Event Idea)

### MORE COOL IDEAS...

- **1-30 BINGO Birthday Month...**Special games & prizes all month long. Serve birthday cake at your first BINGO event in December.
- **4** National Cookie Day...Organize a cookie crusade, with your facility as the drop off point for those who wish to donate homemade cookies for those standing duty on Christmas Day. Distribute those goodies with a free coupon for your club, bowling center or golf course as part of the gift.
- **5** Bathtub Birthday Party...Month-long contest to win a whirlpool tub or hot tub!
- **6-20** Operation Santa Paws...Work with your local vet clinic to hold a feline/canine toy and treat drive this holiday season. Collect toys, food, treats, blankets, pet beds and deliver them to local shelters and rescue organizations.
- **8** Sammy Davis/Rat Pack Party...Dust off those old movies and CDs...feature Deano Martinis! P.S. Ole Blue Eyes' birthday is on the 12th.
- **12 Poinsettia Day...**Poinsettias are the top selling flowering plant in the USA, with annual sales exceeding \$250 million. Hold drawings for poinsettias or sell them on this day.
- **16** Boston Tea Party...Tea and crumpets or Long Island Ice Tea and sports! Hot teas and chai drinks are new beverage favorites. Add anything chocolate!
- **20** Louisiana Purchase...An evening of spicy Cajun cookin' and Cajun music. Contests for eating the hottest chili pepper or the most hot wings! Grand prize goes to the guest who can tell what the Louisiana Purchase was! Dinner for 2 for \$20...the price of one square mile when we bought it!

#### **25 MERRY CHRISTMAS!**







# December 2005

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2	3
4	5	6	7	8	9	10
	12	13	14	15	16	<i>17</i>
18	19	20	21	22	23	CHRISTMAS EVE
25	26	27	28	29	30	3/
CHRISTMAS DAY						NEW YEAR'S EVE

MONDAY	WEDNESDAY	THURSDAY, 12-1
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am - 11:00 am	8:00 am	8:00 am
3.00 um -11.00 um	<b>6.00</b> um	<b>6.00</b> um
11:00am - 1:00 pm	9:00 am	9:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
3:00 am - 5:00 pm	11:00 am	11:00 am
2.00 am - 2.00 pm	11.00 am	
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
Tuesday	1:00 pm	1:00 pm
7:00 am - 9:00 am	2:00 pm	2:00 pm
9:00 am -11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
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3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm

FRIDAY, 12-2	SATURDAY, 12-3	SUNDAY, 12-4
7:00 am	7:00 am	7:00 am
8:00 am	8:00 am	8:00 am
9:00 am	9:00 am	9:00 am
10:00 am	10:00 am	10:00 am
11:00 am	11:00 am	11:00 am
12:00 pm	12:00 pm	12:00 pm
1:00 pm	1:00 pm	1:00 pm
2:00 pm	2:00 pm	2:00 pm
3:00 pm	3:00 pm	3:00 pm
4:00 pm	4:00 pm	4:00 pm
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5:00 pm	5:00 pm	5:00 pm
6:00 pm	6:00 pm	6:00 pm
7:00 pm	7:00 pm	7:00 pm
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MONDAY, 12-5	WEDNESDAY, 12-7	THURSDAY, 12-8
7:00 am - 9:00 am	7:00 am	7:00 am
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9:00 am - 11:00 am	8:00 am	8:00 am
11:00am - 1:00 pm	9:00 am	9:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
3.00 am = 5.00 am	11:00 am	11:00 am
3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
Tuesday, 12-6	1:00 pm	1:00 pm
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7:00 am - 9:00 am	2:00 pm	2:00 pm
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9:00 am - 11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3.00 am F.00	4,00	4,00
3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm

FRIDAY, 12-9	SATURDAY, 12-10	SUNDAY, 12-11
7:00 am	7:00 am	7:00 am
8:00 am	8:00 am	8:00 am
9:00 am	9:00 am	9:00 am
10:00 am	10:00 am	10:00 am
11:00 am	11:00 am	11:00 am
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12:00 pm	12:00 pm	12:00 pm
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2:00 pm	2:00 pm	2:00 pm
3:00 pm	3:00 pm	3:00 pm
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4:00 pm	4:00 pm	4:00 pm
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5:00 pm	5:00 pm	5:00 pm
6:00 pm	6:00 pm	6:00 pm
7:00 pm	7:00 pm	7:00 pm

MONDAY, 12-12	WEDNESDAY, 12-14	THURSDAY, 12-15
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am - 11:00 am	8:00 am	8:00 am
		9.00 am
11:00am - 1:00 pm	9:00 am	9:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
3:00 am - 5:00 pm	11:00 am	11:00 am
F.00 3.00	12.00	12.00
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
Tuesday, 12-13	1:00 pm	1:00 pm
7:00 am - 9:00 am	2:00 pm	2:00 pm
9:00 am - 11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm
3.00 pm - 7.00 pm	7.00 pm	1.00 pm

FRIDAY, 12-16	SATURDAY, 12-17	SUNDAY, 12-18
7:00 am	7:00 am	7:00 am
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9:00 am	9:00 am	9:00 am
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10:00 am	10:00 am	10:00 am
11:00 am	11:00 am	11:00 am
12:00 pm	12:00 pm	12:00 pm
1:00 pm	1:00 pm	1:00 pm
2:00 pm	2:00 pm	2:00 pm
3:00 pm	3:00 pm	3:00 pm
4:00 pm	4:00 pm	4:00 pm
7.00 pm	4.00 pm	7.00 pm
5:00 pm	5:00 pm	5:00 pm
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6:00 pm	6:00 pm	6:00 pm
7:00 pm	7:00 pm	7:00 pm
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MONDAY, 12-19	WEDNESDAY, 12-21	THURSDAY, 12-22
7:00 am - 9:00 am	7:00 am	7:00 am
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9:00 am -11:00 am	8:00 am	8:00 am
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11:00am - 1:00 pm	9:00 am	9:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
Tuesday, 12-20	1:00 pm	1:00 pm
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7:00 am - 9:00 am	2:00 pm	2:00 pm
7.00 am - 3.00 am	2.00 pm	2.00 pm
9:00 am -11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm
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FRIDAY, 12-23	SATURDAY, 12-24	SUNDAY, 12-25
7:00 am	7:00 am	7:00 am
		7.00 am
8:00 am	8:00 am	8:00 am
9:00 am	9:00 am	9:00 am
10:00 am	10:00 am	10:00 am
11:00 am	11:00 am	11:00 am
19.00	12.00	19.00
12:00 pm	12:00 pm	12:00 pm
1:00 pm	1:00 pm	1:00 pm
2:00 pm	2:00 pm	2:00 pm
3:00 pm	3:00 pm	3:00 pm
4:00 pm	4:00 pm	4:00 pm
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5:00 pm	5:00 pm	5:00 pm
6:00 pm	6:00 pm	6:00 pm
7:00 pm	7:00 pm	7:00 pm

MONDAY, 12-26	WEDNESDAY, 12-28	THURSDAY, 12-29
7:00 am - 9:00 am	7:00 am	7:00 am
9:00 am - 11:00 am	8:00 am	8:00 am
3.00 am - 11.00 am		3.00 am
11:00am - 1:00 pm	9:00 am	9:00 am
1:00 pm - 3:00 pm	10:00 am	10:00 am
3:00 am - 5:00 pm	11:00 am	11:00 am
5:00 pm - 7:00 pm	12:00 pm	12:00 pm
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Tuesday, 12-27	1:00 pm	1:00 pm
7:00 am - 9:00 am	2:00 pm	2:00 pm
9:00 am - 11:00 am	3:00 pm	3:00 pm
11:00am - 1:00 pm	AAD non	A.D.D. non
11:00am - 1:00 pm	4:00 pm	4:00 pm
1:00 pm - 3:00 pm	5:00 pm	5:00 pm
3:00 am - 5:00 pm	6:00 pm	6:00 pm
5:00 pm - 7:00 pm	7:00 pm	7:00 pm
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FRIDAY, 12-30	SATURDAY, 12-31	SUNDAY
7:00 am	7:00 am	7:00 am
8:00 am	8:00 am	8:00 am
9:00 am	9:00 am	9:00 am
10.00	10.00	10.00
10:00 am	10:00 am	10:00 am
11:00 am	11:00 am	11:00 am
12:00 pm	12:00 pm	12:00 pm
12.00 pm	12.00 pm	12.00 pm
1:00 pm	1:00 pm	1:00 pm
2:00 pm	2:00 pm	2:00 pm
3:00 pm	3:00 pm	3:00 pm
4:00 pm	4:00 pm	4:00 pm
5:00 pm	5:00 pm	5:00 pm
6:00 pm	6:00 pm	6:00 pm
7.00	700	7.00
7:00 pm	7:00 pm	7:00 pm